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ABSTRACT

This survey-type study had the following purposes: (1) to consider the sheep and Extension sheep situation and trends in the nation; (2) to gather information regarding titles and duties of sheep specialists; (3) to collect copies of available job descriptions; and (4) to identify some reasons why sheep numbers have continued to decline. Twenty-five state Extension sheep specialists were contacted by mail questionnaires. At least some information was returned by those in 23 states. Responses to all items were given by 16 state specialists. Other data were secured by means of library research, personal letters, and interviews. The numbers of sheep in the states studied and in the United States had decreased rapidly since 1900. However, the degree of the decrease was seen to have varied from state to state. Study findings showed that Extension Animal Science Specialist, Extension Livestock Specialist, and Extension Sheep (or Wool) Specialist were, in that order, the most frequently mentioned titles of specialists. Only three states (Kansas, Tennessee, and Wyoming) provided job descriptions. These descriptions are provided in an appendix to this report. The questionnaire data are provided in 13 tables. (Author/DB)

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A Research Summary of a Graduate Study

ROLES, TITLES AND OPINIONS OF SELECTED STATE EXTENSION SHEEP SPECIALISTS, A PARTIAL SUMMARY OF A NATIONWIDE SURVEY

By

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Robert S. Dotson and Cecil E. Carter, Jr.

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ROLES, TITLES AND OPINIONS OF SELECTED STATE EXTENSION SHEEP SPECIALISTS . . . A PARTIAL SUMMARY OF A NATIONWIDE SURVEY

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March 8, 1973*

ABSTRACT

The following purposes were held for this survey-type study: (1) to consider the sheep and Extension sheep situation and trends in the nation; (2) to gather information regarding titles and duties of sheep specialists; (3) to collect copies of available job descriptions; and (4) to identify some reasons why sheep numbers have continued to decline.

Twenty-five state Extension sheep specialists were contacted by mail questionnaires. At least some information was returned by those in 23 states. Responses to all items were given by 16 state specialists. Other data were secured by means of library research, personal letters and interviews.

The numbers of sheep in the states studied and in the United States had decreased rapidly since 1900. However, the degree of the decrease was seen to have varied from state to state.

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*Date of completion of two special problems in Agricultural Extension by Najeeb T. Kazzal on which this partial summary is based.

Sheep numbers totaled 16,937,000 in 1971. This was the lowest number since records were started in 1867. A 46 percent decline was registered between 1962 and 1971 alone. The United States is not a great sheep- and wool-producing nation. The nation does not produce enough lamb or wool to meet its own requirements; it is an importer. By 1966, lamb and mutton imports were equivalent to 11.6 percent of the production and about 75 percent of the wool requirements came from abroad.

Though the numbers of sheep in the nation had decreased rapidly, the degree of the decrease was seen to have varied from one state to another. When the trend in sheep population was compared with that of cattle for the previous ten years, it was found that the decline in sheep population was associated with increases in the cattle population, even in the rate of fluctuation.

Other study findings included the following:

1. More states from the Western and Central Regions had larger sheep populations than others.

2. Extension Animal Science Specialist, Extension Livestock Specialist and Extension Sheep (or Wool) Specialist, in order were most frequently mentioned titles of specialists.

3. Most specialists were part-time and more had district level assignments than state or other assignments.

4. Only three states provided job descriptions (Kansas, Tennessee and Wyoming).

5. Specialists in six states rated the sheep potential in climate, topography, soil, water and pasture as "excellent" (Illinois, Michigan, New Mexico, Pennsylvania, South Dakota and Virginia). Those in two states rated the sheep potentials "poor" (Mississippi and Oregon); while other states were rated "good."

6. Most specialists, 84 percent, rated "predators" as the first most important reason for sheep declines in their states. Other important reasons listed were "marketing problems," "lack of income," "labor requirements," "competition of other enterprises," "labor and fencing," "parasites and diseases," and "low wool price and imports."

7. Investments per ewe were reportedly highest in Western states; while returns per ewe were reportedly highest in the Eastern states. Southern states had the lowest income per ewe and the Central states had the lowest investment per ewe.

8. Specialists representing a few more Western than other states felt that their sheep producers "usually" were following production practices recommended by Extension. Producers in more states in the Eastern group were felt by specialists to be using practices only "sometimes."

9. According to the specialists, future wool marketing situations (1972-73) were "excellent" in four states, "good" in 9, "fair" in five, and "poor" in one.

10. In looking ahead to future lamb marketing situations (1972-73), specialists in two states predicted "excellent conditions, those in eight predicted "good," those in seven predicted "fair" and those in two predicted "poor."

Comments regarding future directions also were noted.

RESEARCH SUMMARY*

I. INTRODUCTION

In 1970, the United States ranked tenth in sheep numbers in the world. The ten leading countries had over 61 percent of the world's sheep that year. According to FAO statistics, sheep produced 9 percent of the world's meat and 2 percent of the milk and they also produced over 5.7 billion pounds of wool. The world per capita consumption was about 4.2 pounds of lamb and mutton, 4.8 pounds of sheep milk, and 1.8 pounds of wool (Ensminger 1970).

Since World War II, sheep numbers have increased in most countries. By contrast, during this same period of time, they have declined in the United States (see Figure 1). This difference may in part be attributable to the world's rising aggregate demand for food and fiber in relation to the United States demands, to the fact that sheep raising is an excellent subsistence occupation for people in nations with a high proportion of arid land and relatively low living standards, and to certain problems in sheep production encountered in the United States.

The Cooperative Extension Service has traditionally assisted sheep production and marketing people and consumers with their important enterprise. Since no recent survey of roles and opinions of state Extension sheep specialists was found in a review of literature, it was felt that a brief study might serve to establish the present situation and trends and point the way to some educational needs.

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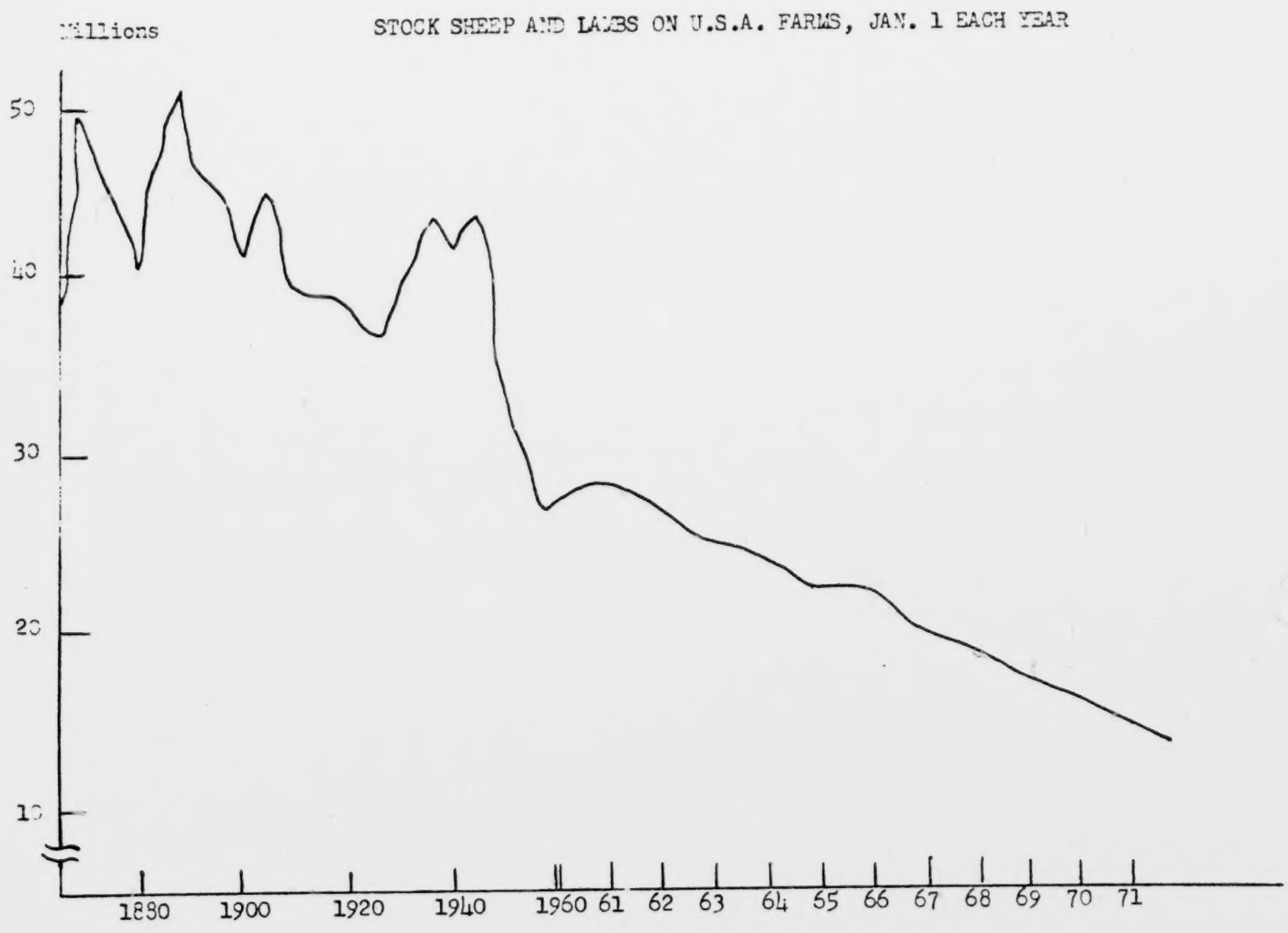

Fig. 1. Growth and decline of the United States sheep industry.

Purposes

The purposes of the study, then, were: (1) to consider the sheep and Extension sheep situations and trends in the United States; (2) to gather information regarding the titles and duties of sheep specialists in the respective states; (3) to collect job descriptions where available, and (4) to identify, if possible, some of the major reasons seen by Extension sheep specialists for continued declines in United States sheep numbers.

Methods of Procedure

The data for this work were collected and secured by personal letters, other communications and from available books and publications. Questionnaires were designed for the purpose of gathering the necessary information. Copies were sent to Extension specialists in 25 states known historically for sheep raising. Additional follow-up letters were sent to specialists not responding to the first inquiry. Responses were obtained from specialists in 16 states for all data; and specialists in 23 states responded on some items. States responding represented Southern, Eastern, Central and Western Regions of the United States (see Table 1).

II. MAJOR FINDINGS

Related to the Sheep Situation and Trends

Numbers of sheep in 23 states reporting. Reference to data in Table 2 shows the relative importance of sheep production in the states reporting. Note that these 23 states accounted for nearly three-fourths (73.80 percent) of the nation's sheep population.

Trends in sheep numbers in two states and the nation. Table 3 provides information comparing numbers of stock sheep and lambs in Tennessee and Texas and the stock for the nation. Tennessee was 16th of

TABLE 1. STATES REPORTING BY REGIONS

State	Southern	Eastern	Central	Western	Total
California				X	1
Colorado				X	1
Connecticut		X			1
Illinois			X		1
Indiana			X		1
Iowa			X		1
Kansas			X		1
Louisiana	X				1
Michigan			X		1
Minnesota			X		1
Mississippi	X				1
Nebraska			X		1
Nevada				X	1
New Mexico				X	1
New York		X			1
Ohio			X		1
Oregon				X	1
Pennsylvania		X			1
South Dakota			X		1
Tennessee	X				1
Texas				X	1
Virginia	X				1
Wyoming				X	1
Total	4	3	9	7	23

TABLE 2. SHEEP POPULATIONS IN 23 STATES REPORTING IN 1971

State*	Sheep Population
California	1,149,000
Colorado	749,000
Connecticut	4,800
Illinois	257,000
Indiana	218,000
Iowa	618,000
Kansas	253,000
Louisiana	23,000
Michigan	191,000
Minnesota	393,000
Mississippi	16,000
Nebraska	200,000
Nevada	183,000
New Mexico	762,000
New York	85,000
Ohio	575,000
Oregon	422,000
Pennsylvania	160,000
South Dakota	990,000
Tennessee	45,000
Texas	3,408,000
Virginia	176,000
Wyoming	1,644,000
Total	12,521,800

* These 23 states had 73.80% of the United States sheep population in 1970 according to 1971 census. The total U. S. sheep population was 16,968,000.

TABLE 3. STOCK SHEEP AND LAMBS: NUMBERS ON FARMS IN TENNESSEE, TEXAS AND THE USA, JAN. 1 EACH YEAR

Year	Tennessee	Texas	U. S. A.	% In Tenn.	% In Texas
1960	274,000	5,407,000	27,437,000	1.00	19.71
1961	211,000	5,910,000	28,556,000	.74	20.70
1962	188,000	5,614,000	27,281,000	.69	20.58
1963	156,000	5,333,000	25,715,000	.61	20.74
1964	118,000	5,120,000	24,515,000	.48	20.89
1965	105,000	4,662,000	23,299,000	.45	20.00
1966	92,000	5,035,000	23,117,000	.40	21.78
1967	75,000	4,582,000	20,661,000	.36	22.18
1968	57,000	3,986,000	19,184,000	.30	20.78
1969	49,000	3,787,000	18,332,000	.27	20.66
1970	45,000	3,560,000	17,578,000	.26	20.25
1971	35,000	3,510,000	16,937,000	.21	20.72

those reporting in 1971 Census numbers and Texas was first.

Growth and decline of cattle and sheep numbers. Figure 2, 3 and 4 show the comparable trend lines for sheep numbers in the nation, Tennessee and Texas during the most recent 10 years. As cattle numbers have increased, sheep have decreased.

Groups of states reporting on survey according to sheep population. Perusal of data in Tables 4 and 5 discloses the fact that more states from the Western and Central Regions had larger sheep populations than other regions. Southern and Eastern states had the smallest numbers.

Related to Titles of Sheep Specialists

According to Table 6, Extension Animal Science Specialist, Extension Livestock Specialist and Extension Sheep (or Wool) Specialist, in that order, were most frequently mentioned titles reported by those reporting.

Related to Nature and Level of Assignment

As seen in Table 7, more assignments (47 of 55.5) were part-time than full-time; and more were district level (19) rather than state (9) or other (2). Many positions were not reported on (27.5).

Related to Job Descriptions for Specialists

Kansas, Tennessee and Wyoming were the only states sending job descriptions (see Appendix for copies). Other states apparently did not report having such documents in keeping with Management By Objectives (MBO) stipulations. Some possible uses seen for job descriptions by state Extension Sheep Specialists include the following:

1) To help organize the work and schedule important times during the year.

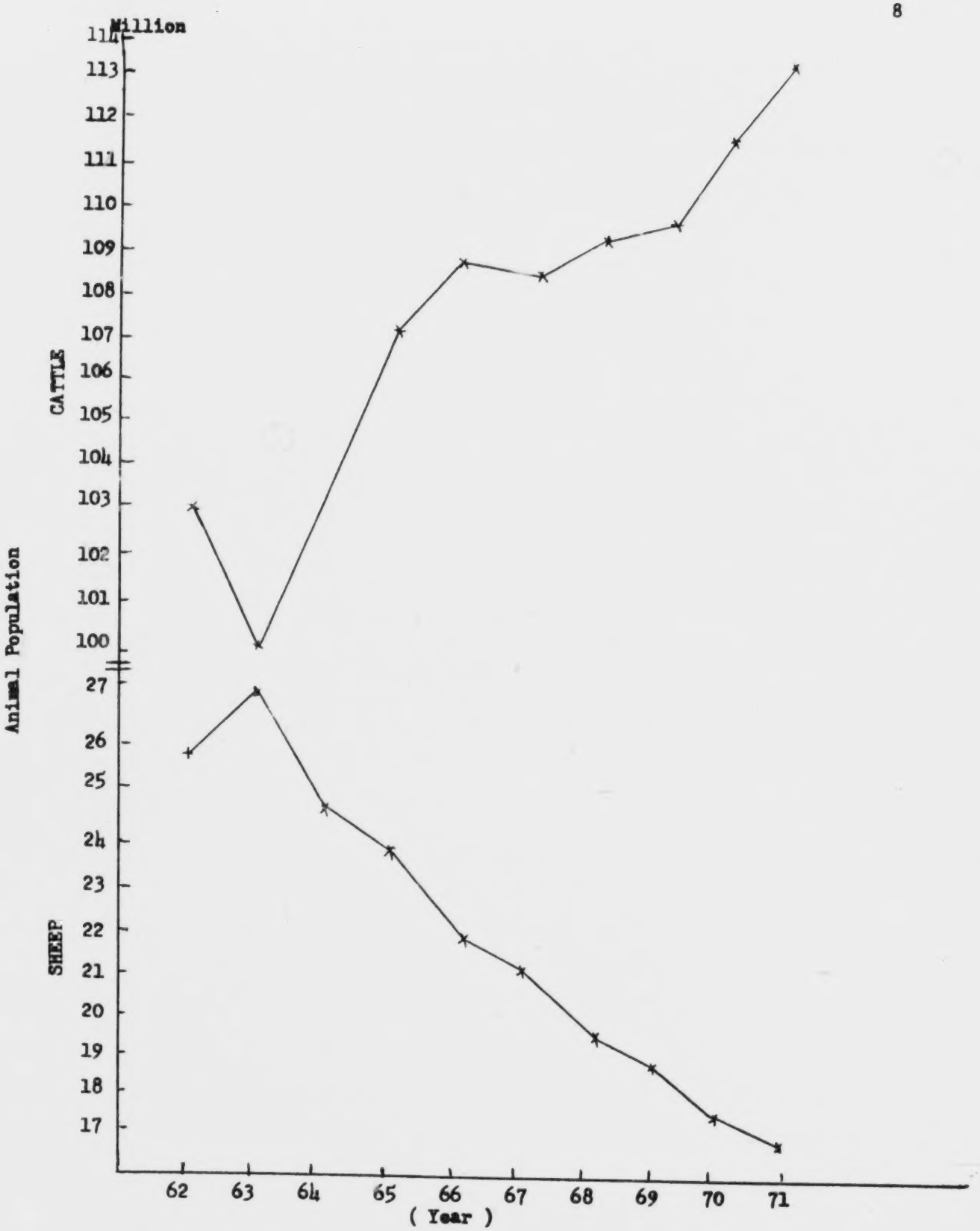

Fig. 2. Growth and decline of cattle and sheep in the United States during the 10-year period 1962-71

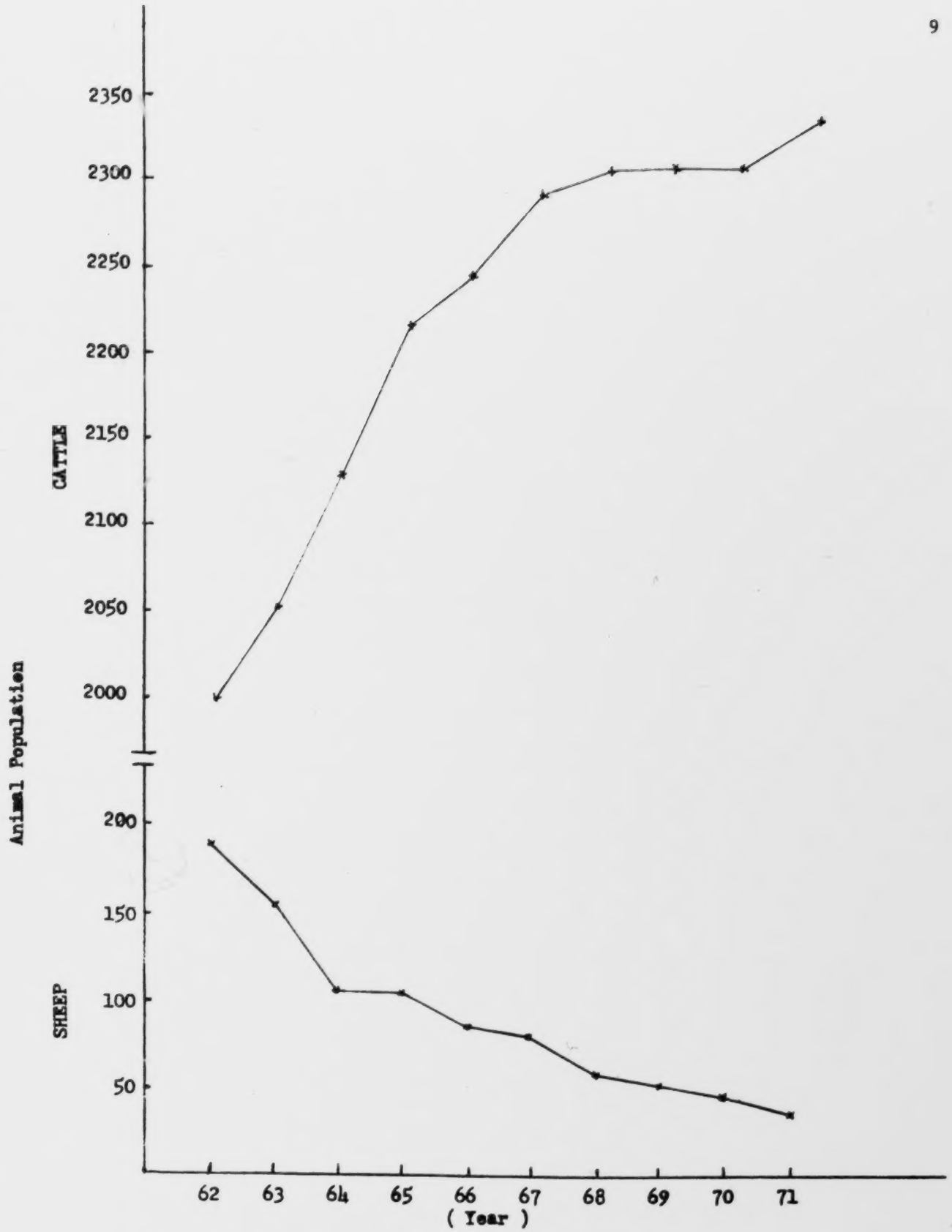

Fig. 3. Growth and decline of Tennessee cattle and sheep population during the 10-year period 1962-71

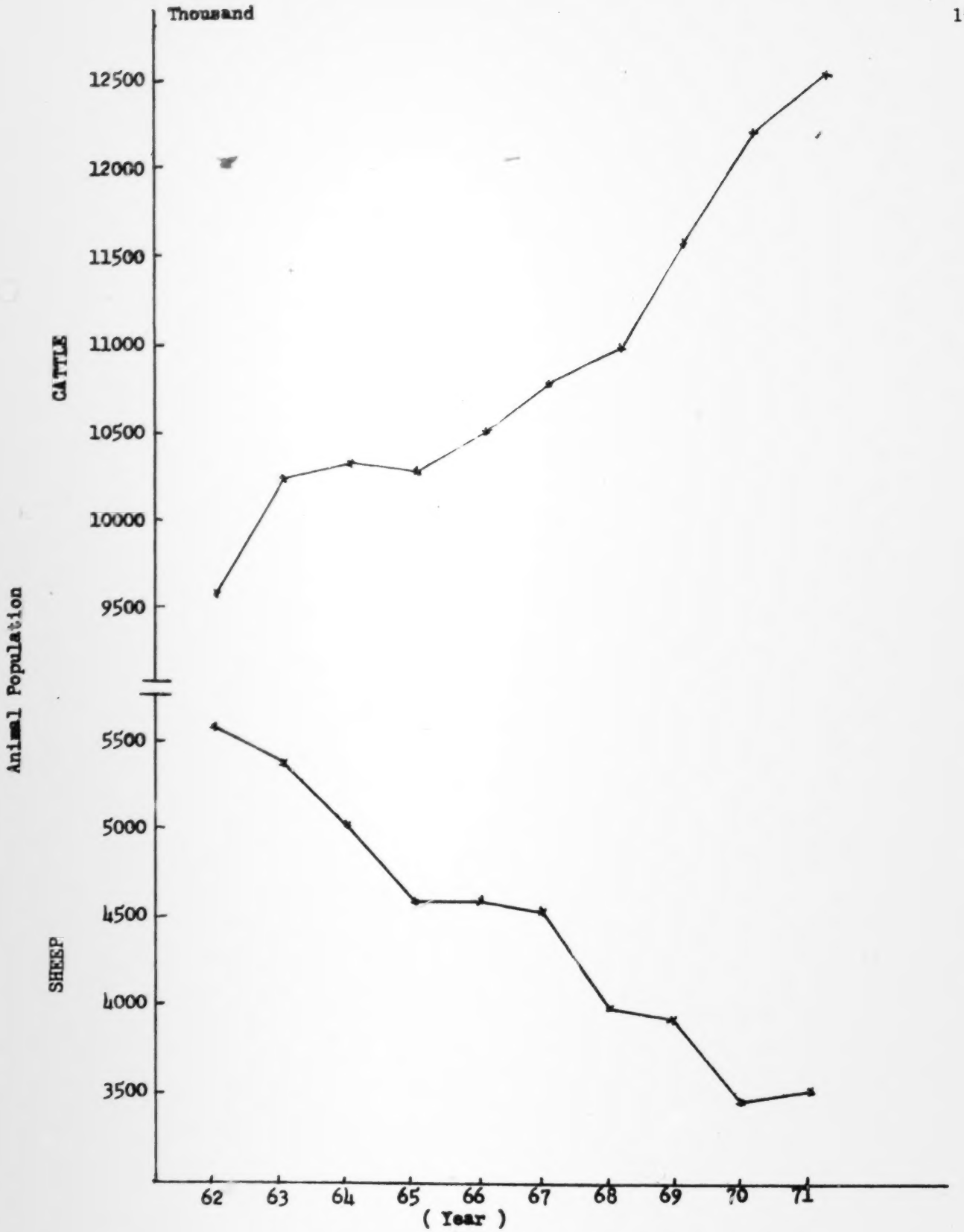

Fig. 4. Growth and decline of cattle and sheep population in Texas during the 10-year period 1962-71

TABLE 4. STATES IN GROUPS I, II, AND III OF THE STUDY ACCORDING TO SHEEP POPULATION*

Group I	Group II	Group III
California	Illinois	Connecticut
Colorado	Indiana	Louisiana
Iowa	Kansas	Mississippi
New Mexico	Michigan	New York
Ohio	Minnesota	Tennessee
Oregon	Nebraska	
South Dakota	Nevada	
Texas	Pennsylvania	
Wyoming	Virginia	
Total 9	9	5

* Group I had a sheep population of over 500,000 head.

Group II had a sheep population of between 100,000 and 500,000 head.

Group III had a sheep population of less than 100,000 head.

TABLE 5. NUMBERS OF STATES IN SHEEP POPULATION GROUPS REPORTING ACCORDING TO REGIONS*

State Group	Numbers of states by regions				Total
	Southern	Eastern	Central	Western	
Group I	0	0	4	5	9
Group II	1	0	6	2	9
Group III	3	2	0	0	5
Total	4	2	10	7	23

*Group I had a sheep population of over 500,000 head.

Group II had a sheep population of between 100,000 and 500,000 head.

Group III had a sheep population of less than 100,000 head.

TABLE 6. JOB TITLES OF SHEEP EXTENSION SPECIALISTS IN STATES REPORTING *

Designation	California	Connecticut	Illinois	Indiana	Iowa	Kansas	Louisiana	Michigan	Mississippi	Nebraska	Nevada	New York	Ohio	Oregon	Pennsylvania	South Dakota	Tennessee	Texas	Virginia	Wyoming	Total
Extension Animal Sci. Specialist				X		X	X					X		X					X		6
Extension Livestock Specialist	X	X			X					X					X						5
Extension Sheep (or Wool) Specialist			X						X							X				X	4
Animal Husbandry Specialist													X				X				2
Extension Asst. Wool Scientist																		X			1
Extension Specialist								X													1
County Extension Agent											X										1
Total	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	20

*No response from Colorado, Minnesota, and New Mexico.

TABLE 7. STATES ACCORDING TO THEIR NATURE AND LEVEL OF ASSIGNMENT OF SHEEP EXTENSION SPECIALISTS*

State	Nature of Assignment		Total	Level of Assignment			No Response
	Full-time	Part-time		State	District	Other	
California	1	0	1	0	0	0	1
Connecticut	0	1	1	0	0	0	1
Illinois	0	1	1	0	0	0	1
Indiana	0	20	20	2	18	0	0
Iowa	.5	12	12.5	1	0	0	11.5
Kansas	1	0	1	1	0	0	0
Louisiana	0	1	1	0	0	0	1
Michigan	0	1	1	0	0	0	1
Mississippi	0	1	1	0	0	0	1
Nebraska	1	0	1	0	0	0	1
Nevada	0	0	0	0	1	0	0
New York	0	1	1	0	0	0	1
Ohio	0	1	1	0	0	0	1
Oregon	1	1	2	2	0	0	0
Pennsylvania	0	1	1	0	0	0	1
South Dakota	0	4	4	0	0	0	4
Tennessee	0	1	1	1	0	0	0
Texas	2	0	2	0	0	0	1
Virginia	1	0	1	1	0	0	0
Wyoming	1	1	2	1	0	0	1
TOTAL	8.5	47	55.5	9	19	2	27.5

*No response from Colorado, Minnesota and New Mexico.

2) To make it possible to be ready for seasonal work and duties like shearing, breeding, lambing and marketing.

3) To assure systematic evaluation of performance during the year by comparing work and performance standards specified.

4) To help the specialist set up long-range plans for Extension work for many years in light of the needs of sheep producers.

Related to Some of the Major Reasons for Sheep Declines

Opinions of sheep specialists concerning suitability of their states for sheep production. As seen in Table 8, specialists in six (i.e. Illinois, Michigan, New Mexico, Pennsylvania, South Dakota and Virginia) of the 19 states reporting on this survey item felt that the sheep population potential (i.e. climate, topography, soil, water and pasture situation) in their states (i.e. California, Colorado, Connecticut, Indiana, Iowa, Louisiana, Minnesota, Nevada, New York, Tennessee and Texas) rated their potential situation for an average of "good." The two other state specialists (i.e. from Mississippi and Oregon) felt their situations, on the average, were "poor" for this most advantageous form of sheep production. Surprisingly, the two states having the highest sheep numbers in 1970 (i.e. California and Texas) only rated averages of "fair" on potential. Climate and pasture were the two main areas most frequently pointed to by the specialists as rating low. Situations in three states (i.e. Michigan, New Mexico and South Dakota) were rated "excellent" on all items considered.

Opinions of sheep specialists concerning reasons for sheep declines in their states. The vast majority of specialists reporting (84 percent) gave "predators" as the most important reason for the decrease in sheep numbers across the nation. Those in only three states (i.e. New York,

TABLE 8. SHEEP PRODUCTION CLIMATE, TOPOGRAPHY, SOIL, WATER AND PASTURE POTENTIAL RATINGS GIVEN BY SHEEP SPECIALISTS IN STATES REPORTING.

State	Items*					Av. ** Potential Rating	Sheep *** Population Ranking
	Climate	Topography	Soil	Water	Pasture		
California	4	4	4	3	3	3.2	2
Colorado	4	3	4	4	3	3.2	5
Connecticut	3	3	3	3	3	3.0	19
Illinois	3	4	4	4	4	3.8	9
Indiana	3	3	3	3	4	3.2	10
Iowa	3	3	3	4	3	3.2	6
Louisiana	1	2	3	4	4	2.8	17
Michigan	4	4	4	4	4	4.0	11
Minnesota	3	4	4	3	3	3.4	8
Mississippi	1	1	1	1	1	1.0	18
Nevada	3	3	3	3	3	3.0	12
New Mexico	4	4	4	4	4	4.0	4
New York	1	3	3	3	3	2.6	15
Oregon	1	1	1	1	1	1.0	7
Pennsylvania	4	4	3	4	3	3.5	14
So. Dakota	4	4	4	4	4	4.0	3
Tennessee	3	4	3	4	3	3.4	16
Texas	4	4	3	3	2	3.2	1
Virginia	3	4	4	4	4	3.8	13
Av. Potential** Rating	2.95	3.26	3.21	3.32	3.11	3.17	

* 1, 2, 3, or 4 representing poor, fair, good or excellent ratings, respectively, for each of the items.

** Distinguishing the average potential ratings: 3.5 to 4.0 was considered excellent; 2.5 to 3.5, good; 1.5 to 2.5, fair; and below 1.5, poor.

***According to 1971 census. Kansas, Nebraska, Ohio, and Wyoming did not respond.

Pennsylvania, and South Dakota) did not mention "predators" - selecting "not enough income" instead. "Marketing" problems were the second most frequently mentioned reason for decreasing sheep interest, followed by "not enough income" and "labor required," in third place and "competition" with other enterprise, fourth. Three other somewhat less frequently named reasons were "labor and fencing," "parasites and diseases," and "relatively low wool prices and imports." Three of the four southern states responding indicated "parasites and diseases." These facts and others are included in Table 9. Whatever other reasons for sheep declines there may be, the eight listed appear to be considered either symptomatic or causal in the minds of specialists polled. Certain interrelationships appear to be obvious. For example, "predators" as a reason seems to be related to "labor and fencing" and, perhaps, many or most of the others listed.

Rough estimates of income per ewe and investment per ewe. Specialists were asked to make rough estimates of total annual gross income per ewe and investment per ewe for their states. Data appearing in Table 10 indicate that investments per ewe were, on the average, highest in Western states; while average incomes per ewe were highest for Eastern states. Southern states, on the average, had the lowest gross income per ewe; while Central states had the lowest investment. Considerable fluctuation within regions is noted for both income and investment when rough estimates are compared

Opinions of sheep specialists concerning use of recommended production practices by sheep producers. State sheep specialists were asked to give opinions as to whether producers in their areas generally followed recommended practices "never," "sometime," "usually," or "always." All rates were for the middle two categories, approximately one-half of the total number reportedly falling in each category. When

TABLE 9. GENERAL REASONS FOR THE DECLINING SHEEP POPULATION THROUGHOUT THE NATION RANKED IN ORDER OF IMPORTANCE

REASON	California	Colorado	Connecticut	Illinois	Indiana	Iowa	Louisiana	Michigan	Minnesota	Mississippi	New Mexico	New York	Nevada	Oregon	Pennsylvania	So. Dakota	Tennessee	Texas	Virginia	Total	Percentage
Predators	x	x	x	x	x	x	x	x	x	x	x		x	x			x	x	x	16	84.2
Marketing	x	x	x	x		x	x			x	x		x	x						10	52.6
Not enough income			x			x			x			x	x		x	x			x	8	42.1
Labor required	x	x				x		x			x		x		x			x		8	42.1
Competition	x	x	x		x				x					x				x		7	36.8
Labor and Fencing				x				x						x	x		x		x	6	31.6
Parasites and Diseases			x	x			x			x							x			5	26.3
Relatively low wool prices and imports	x		x							x								x		4	21.1
TOTAL	5	4	6	4	2	4	3	3	3	3	4	1	4	4	3	1	3	4	3	64	

*Kansas, Nebraska, Ohio and Wyoming did not report.

TABLE 10. TOTAL ANNUAL GROSS INCOME/EWE AND INVESTMENT/EWE ESTIMATED BY SHEEP SPECIALISTS IN STATES REPORTING ACCORDING TO REGIONS, 1971-72*

Region	State	Total Annual Gross Income/Ewe (Dollars)	Estimated Investment/Ewe (Dollars)
Southern	Louisiana	8	10
	Mississippi	25	25
	Tennessee	24	125
	Virginia	38	30
	Average	23.80	48.50
Western	California	27	24
	Colorado	37	200
	New Mexico	29	8
	Nevada	22	28
	Oregon	30	100
	Texas	25	22
	Average	28.30	64.70
Central	Illinois	30	--
	Indiana	43	33
	Iowa	25	25
	Michigan	35	45
	Minnesota	35	22
	So. Dakota	33	18
	Average	33.50	28.50
Eastern	Connecticut	42	40
	New York	40	125
	Pennsylvania	30	20
	Average	37.30	61.70
All States Reporting Average		30.40	50.00

*Kansas, Nebraska, Ohio and Wyoming did not respond.

TABLE 11. SHEEP SPECIALISTS OPINIONS REGARDING FARMER USE OF RECOMMENDED SHEEP PRODUCTION PRACTICES IN STATES REPORTING BY REGIONS *

Region	State	Sheep Practices Used by Producers				Total
		Never 1	Sometimes 2	Usually 3	Always 4	
Southern	Louisiana		x			1
	Mississippi			x		1
	Tennessee		x			1
	Virginia			x		1
	Total	0	2	2	0	4
Western	California			x		1
	Colorado		x			1
	New Mexico			x		1
	Nevada			x		1
	Oregon		x			1
	Texas			x		1
	Total	0	2	4	0	6
Central	Illinois		x			1
	Indiana			x		1
	Iowa		x			1
	Michigan			x		1
	Minnesota		x			1
	So. Dakota			x		1
	Total	0	3	3	0	6
Eastern	Connecticut		x			1
	New York			x		1
	Pennsylvania		x			1
	Total	0	2	1	0	3
Total all States Reporting		0	9	10	0	19
% of Total		0	47.4	52.6	0	100

*Kansas, Nebraska, Ohio and Wyoming did not report.

regions are compared, it may be noted that sheep men in more Western states than others appeared to be "usually" following recommended practices; while producers in fewer Eastern states were so inclined - preferring the "sometimes" (lower) category of practice usage.

Opinions of sheep specialists regarding 1972 wool and lamb marketing situations. According to state specialists (see Table 12 and 13), wool marketing prospects in four states (i.e. New Mexico, Oregon, Texas and Michigan) were "excellent"; while lamb prospects in only California and Michigan were considered that promising "excellent." The wool market situation for Louisiana and the lamb marketing prospects for Indiana and New York were considered "poor." More than 69 percent of the specialists predicted "good" to "excellent" wool markets and nearly 53 percent prophesied "good" to "excellent" lamb market situations. Others predicted only "poor" to "fair" conditions.

III. SOME FUTURE DIRECTIONS AND QUESTIONS

In the years ahead, and if present trends are borne out consensus is that sheep production will shift from a minor enterprise on many farms to a major enterprise on a relatively few farms. Many farm flocks may number from 500 to 1,500 ewes. With this transition, lamb and wool production will necessarily become more specialized, more intensive, and more efficient. There is a generally - accepted need to increase lambs marketed per ewe well above the 92 to 95 percent lamb crops raised in the 1900's. This could be achieved through (1) the introduction of new breeds, and (2) the use of hormones to increase the number of lambs born and reared above lambing and to increase the number of lambings per year. Both lamb and wool quality need to be improved. Carcasses without excess fat are desired with a much larger loin eye and with a maximum yield of tender lean meat. The acceptability of both lamb meat and wool

TABLE 12. OPINIONS OF SHEEP SPECIALISTS REGARDING THE 1972 WOOL MARKETING SITUATIONS IN THE STATES REPORTING BY REGIONS *

Region	State	Wool Marketing Situation				Total
		Poor	Fair	Good	Excellent	
		1	2	3	4	
Southern	Louisiana	x				1
	Mississippi		x			1
	Tennessee			x		1
	Virginia			x		1
	Total	1	1	2	0	4
Western	California		x			1
	Colorado			x		1
	New Mexico				x	1
	Nevada			x		1
	Oregon				x	1
	Texas				x	1
	Total	0	1	2	3	6
Central	Illinois		x			1
	Indiana		x			1
	Iowa		x			1
	Michigan				x	1
	Minnesota			x		1
	So. Dakota			x		1
	Total	0	3	2	1	6
Eastern	Connecticut			x		1
	New York			x		1
	Pennsylvania			x		1
	Total	0	0	3	0	3
Total All States Reporting		1	5	9	4	19
% of Total		5.3	26.3	47.4	21.0	100

*Kansas, Nebraska, Ohio and Wyoming did not report.

TABLE 13. OPINIONS OF SHEEP SPECIALISTS REGARDING THE 1972 LAMB MARKETING SITUATIONS IN THE STATES REPORTING BY REGIONS*

Region	State	Lamb Marketing Situation				Total
		Poor 1	Fair 2	Good 3	Excellent 4	
Southern	Louisiana		x			1
	Mississippi		x			1
	Tennessee			x		1
	Virginia			x		1
	Total	0	2	2	0	4
Western	California				x	1
	Colorado			x		1
	New Mexico			x		1
	Nevada		x			1
	Oregon		x			1
	Texas			x		1
	Total	0	2	3	1	6
Central	Illinois		x			1
	Indiana	x				1
	Iowa		x			1
	Michigan				x	1
	Minnesota			x		1
	So. Dakota			x		1
	Total	1	2	2	1	6
Eastern	Connecticut			x		1
	New York	x				1
	Pennsylvania		x			1
	Total	1	1	1	0	3
All State Reporting	Total	2	7	8	2	19
% of Total		10.5	36.8	42.2	10.5	100

*Kansas, Nebraska, Ohio and Wyoming did not report.

should be achieved through more effective nationwide performance and progeny testing programs.

The future of the sheep business in America is largely dependent upon the wishes of the industry itself. Extension workers too have a role to play. Significant breakthroughs are needed (1) in increased efficiency - in lambs raised and wool production per ewe, (2) in quality, merchandising, and promotion of lamb, and (3) in the marketing and processing of wool.

Extensive and individual studies need to be conducted to further investigate the present situation and the projected and desired future of the sheep industry in the United States. Should attempts be made to slow or stop the declining trend? If so, what can be done? Both the sheep industry and those responsible for Extension sheep work are seeking answers to these questions.

A LIST OF USEFUL REFERENCES

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APPENDIX

Kansas

Job: Extension Specialist - Animal Science and Industry - Sheep Production.

Qualification:

A. Ph.D. in Animal Science and Industry and an expert in his field.

B. Background and experience to furnish leadership for sheep and wool industry.

C. Background and experience to furnish leadership in live animal and carcass evaluation (beef, sheep, and swine).

D. Enthusiastic and effective leader (motivation).

E. Knowledge of policies and regulations which govern the activities of specialists.

Location in Organizational Structure:

A. Housed in the Department of Animal Science and Industry.

B. Responsible to section leader, department head and Director of Extension for subject matter and program direction.

Major Duties:

A. Responsible for planning and carrying out educational program which will benefit the sheep industry of Kansas.

B. Responsible for planning and conducting educational programs on live animal and carcass evaluation with beef, sheep and swine.

C. Responsible for communicating industry needed research to the research staff in the Department of Animal Science and Industry.

D. Assist in conduct of applied type research in the field and at Kansas State University.

E. Work with Extension and resident staff in all disciplines on matters requiring joint efforts on and off campus.

F. Responsible for publications and news releases relating to subject matter areas.

G. Work with other Animal Science and Industry Specialists in the Department in planning Extension livestock programs for state.

H. Assist with special conferences and programs, pertaining to his major responsibilities.

I. Assist and train, where necessary, area livestock specialists.

TENNESSEE

JOB DESCRIPTION

Fred C. Powell

Assistant Professor, Animal Husbandry
Agricultural Extension Service
Nashville

The Assistant Professor, Animal Husbandry, shall be responsible to the Professor and Leader, Animal Husbandry. He shall have primary responsibility for the total sheep program in the state. He shall have joint responsibility with other section members in accomplishing section objectives in the subject-matter areas of beef cattle, swine, horses, meats, and marketing. He shall be responsible for dissemination of up-to-date subject-matter information and providing leadership and assistance in planning, organizing, conducting, and evaluating county, district, and state Extension livestock programs.

JOB DESCRIPTION
OF THE
EXTENSION WOOL SPECIALIST
AGRICULTURAL EXTENSION SERVICE
UNIVERSITY OF WYOMING
LARAMIE, WYOMING
IN COOPERATION WITH THE
UNITED STATES DEPARTMENT OF AGRICULTURE

The Extension Wool Specialist works under the immediate supervision of the Program Coordinator and through him the Associate Director of the Wyoming Agricultural Extension Service. His job is to teach subject-matter, its application and alternatives to assist wool producers in making their own production decisions.

He assumes the leadership and responsibility for developing background information fact sheets, publications (adult and 4-H) and educational programs that will meet production, management and marketing problems of wool growers and improve their knowledge in the field of wool.

The major duties of the Extension Wool Specialist are:

A. Keep well informed on all subject-matter in assigned field.

B. Continue professional improvement.

C. Supply county and supervisory staff with:

1. Timely subject-matter, including interpretation of research and scientific information.

2. Methods for using materials and techniques to teach subject-matter.

3. Assistance in planning the county program. Give subject-matter information to program planning groups. Help them recognize existing problems.

4. Techniques for evaluating the program.

D. Develop and initiate a state-wide <u>action</u> program that will bring about the adoption of approved practices of value to the families in the state. Programs that cross subject-matter lines must be developed with collaboration of all subject-matter specialists directly concerned.

E. Establish and maintain liaison with industry, organizations and state-wide agencies related to the subject-matter field. Where feasible, develop joint programs of work.

F. Develop and/or conduct an educational program for leaders and others. Serve as a consultant in highly specialized program areas where this is not feasible for county staff members.

G. Maintain a practical understanding of problems and changes through contacts and visits with those applying the information--business firms, cooperating agencies, educational organizations, people living in urban and rural areas.

H. Prepare publications and/or participate in educational radio, T.V. and news media that will expedite state and county programs.

I. Prepare concise, accurate and timely reports.

J. Provide liaison between county and state staffs as well as departmental personnel. Suggest and assist in research that needs to be conducted.

K. Work with all phases of the adult and youth programs as they relate to his subject-matter area.

The qualifications for the Extension Wool Specialist are:

A. M. S. Degree or its equivalent in the subject-matter area. Ph. D. Degree desirable.

B. Know Extension philosophy, policies and procedures.

C. One year of Extension teaching experience is desirable.

D. Ability and desire to work with people.

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COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS
The University of Tennessee Institute of Agriculture and U. S. Department of Agriculture
cooperating in furtherance of Acts of May 8 and June 30, 1914
AGRICULTURAL EXTENSION SERVICE
William D. Bishop, Dean